

Startups & entrepreneurship. Where does ICT fit?



*Odysseas Spyroglou,
DOTSOFT, Man. Director*

- SW Engineering & Development
- ICT Consulting & PM
- ICT Integration
- Maintenance & Support

2004
Founded

TODAY

15
People

>1m
Revenues

20%
Revenue Growth

19
Projects

>70%
(Int. Projects)

What we do ?

Find Solutions to complex problems :

- **Matching & Integrating** existing technology
- **Research & Innovation** to explore new possibilities
- **Excellence in Service Offering**

3 Pillars

R&D Projects

FP7, **Horizon 2020**, National
Research Funds
Bilateral Agreements

Public Procurement

International Tenders

Private Sector

SW Development & Support
ICT Project Management

Projects

DRAXIS

*Environmental Studies,
Consulting, GIS*

HELLENIC RESCUE TEAM

*The Biggest Search and
Rescue Organization in
Greece.*

*Involved through outsourcing from our clients (DRAXIS, HRT), serving
as Technology Partners.*

eENVIPER

*An integrated web-based
platform for the
application,
administration and
consultation of
environmental permits.*
<http://www.eenviper.eu/>

RESCUECELL

*A portable kit for detecting
trapped and buried people in ruins
and avalanches.*
<http://www.rescuecell.eu/>

ENORASIS

*Integrated Decision
Support System for
environmentally
optimized irrigation
management.*
<http://www.enorasis.eu/>

COSMIC

*Contribution of Social
Media in Crisis project will
identify effective ways to
utilize new ICTs in crisis
situations and emergencies.*
<http://www.cosmic-project.eu/>

CASSANDRA

*A platform for the realistic
modeling of the energy market
stakeholders, also involving
small-scale consumers.*
<http://www.cassandra-fp7.eu/>

CONCORDE

*Develop a Decision Support
System (DSS) to improve
preparedness and
interoperability of
medical services during an
emergency.*
<http://www.concorde-project.eu/>

Projects & Contracts

PERICLES

Promoting and Enhancing Reuse of Information throughout the Content Lifecycle taking account of Evolving Semantics (PERICLES) - is an Integrated Project funded by the European Union under its 7th Framework Programme.
<http://www.pericles-project.eu/>

ISS EWATUS

Integrated Support System for Efficient Water Usage and Resources Management interdisciplinary effort of specialists from water management and ICT research.
<http://isewatus.eu/>

SKINDETECTOR

Develop a more accurate early-stage detection, diagnosis and monitoring that will reduce the microvascular and macrovascular complications of diabetes mellitus.
<http://www.skindetector.eu/>

PLC PROG

A new and innovative PLC brand independent programming tool.

CEDEFOP

EU Centre for the Development of Vocational Training (EU Agency):

- *Technical PM Assistance 2011-2013*
- *ICT Support Services 2014 - 2017*

ESA

European Space Agency's Telecommunications and Integrated Applications Directorate Web sites, Applications Support & Evolutionary Development (2013 - 2017)

Our Interests

- Data Asset Management

- Digital Data Preservation

- Social Gamification

- Crowdsourcing

What is Digital Preservation?

Digital preservation is the active management of **digital** content over time to ensure ongoing access.

Library of Congress: <http://www.digitalpreservation.gov/about/>



The problem of Digital Preservation

- Too much digital content
- Too easy to lose it
- No one thinks it will happen to them.
- Changes in technology
 - Hardware
 - Software
 - Formats
- Data corruption
- Inaccessibility

Our Challenge



- Ensure that digital Information will be easily retrieved, understood and rescued through changing environments

How are we going to address it ?

Promoting and Enhancing Reuse of Information throughout the Content Lifecycle taking account of Evolving Semantics



- funded under FP7
- 4 years (Feb 2013)
- 11 partners

King's College London (UK)
SpaceApps (Belgium)
University of Borås (Sweden)
Xerox SAS (France)
Information Technologies Institute (Greece)
The University of Edinburgh (UK)
Dotsoft SA (Greece)
TATE (UK)
Georg-August-Universität Göttingen (D)
Belgian User Support and Operations Centre (Belgium)
The University of Liverpool (UK)

PERICLES will:

- Develop processes & tools to support preservation ecosystems
- Address changes in:
 - semantics
 - User communities
 - Preservation infrastructure
 - Lifecycle models

1

PERICLES will:

- Develop analytical processes & tools for:
 - Identifying
 - Extracting
 - Analysing
 - Encapsulating information objects & environments

2

PERICLES will:

- Develop a conceptual framework and unified model based on :
 - Linked Data Principles
 - Representing dynamic Preservation Ecosystems
 - Language and tools to manage change

3

blog forever

- A system to harvest, preserve, manage and reuse blog content.
- Archiving, Preservation & analytics as a service
- A new commercial venture (CERN spinoff)



We live and work in a social environment.
We love social networks.
We love games.

We want to bring them all together.

Everyday in our lives we are required to complete objectives, overcome challenges and interact with others.
We always try to learn new things, improve our skills, make ourselves better.



Questionmark

Questionmark is an ecosystem, a tool, a layer that will transform everything you do in your life (online and offline) into an endless game.

Find out more at : www.questionmark.com

So what now?

 **DOTSOFT**
TECHNOLOGY + PROJECTS + SOLUTIONS

Questnewt

webternity

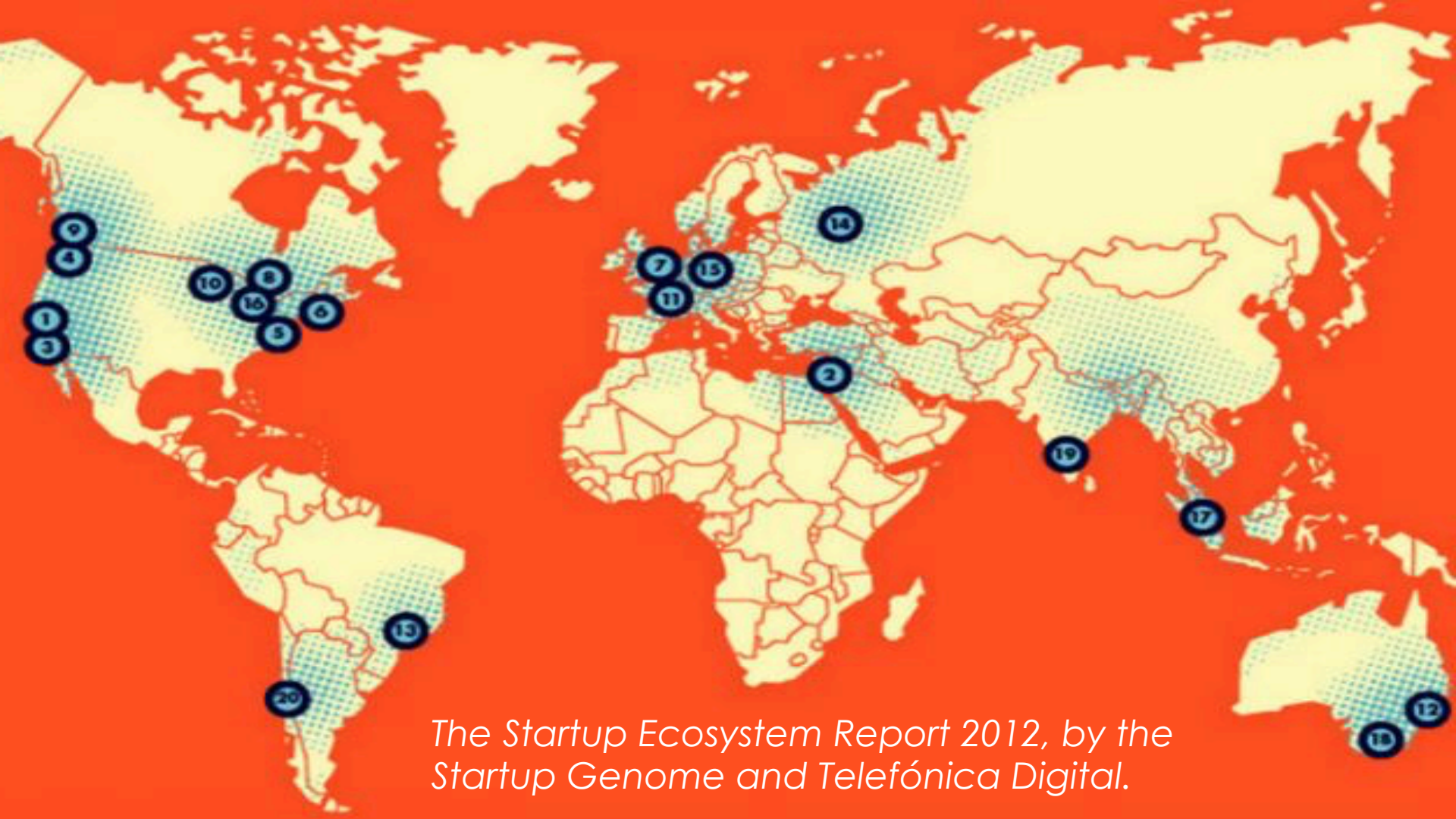
So, what is entrepreneurship?

Entrepreneurship is the process of **starting a business** or other organization. The **entrepreneur** develops a business model, acquires the human and other required resources, and is **fully responsible** for its success or failure. (wikipedia)

Startup ecosystem

SILICON VALLEY FINANCIAL CENTER

1. Entrepreneurs
2. Community
3. Area (competitive advantage)
4. Talent
5. Corporate / Business Patrons
6. Mentors
7. Services & Support
8. Access to Capital
9. Spaces & Places
10. Communication platforms



The Startup Ecosystem Report 2012, by the Startup Genome and Telefónica Digital.

Greek Startups

Characteristics of founders and Startups from Greece
Data from 112 Greek Startups - from ZeroFund.org

IT'S A MAN'S WORLD

Women willing to start their own Startup are 1 out of 7



WANT TO RELOCATE

Founders want to relocate to Europe or the US mainly due to the hostility of Greek government

96%



FOUNDER'S AGE: 28

The average age of a greek founder is 28 years old

PAINS OF A STARTUP

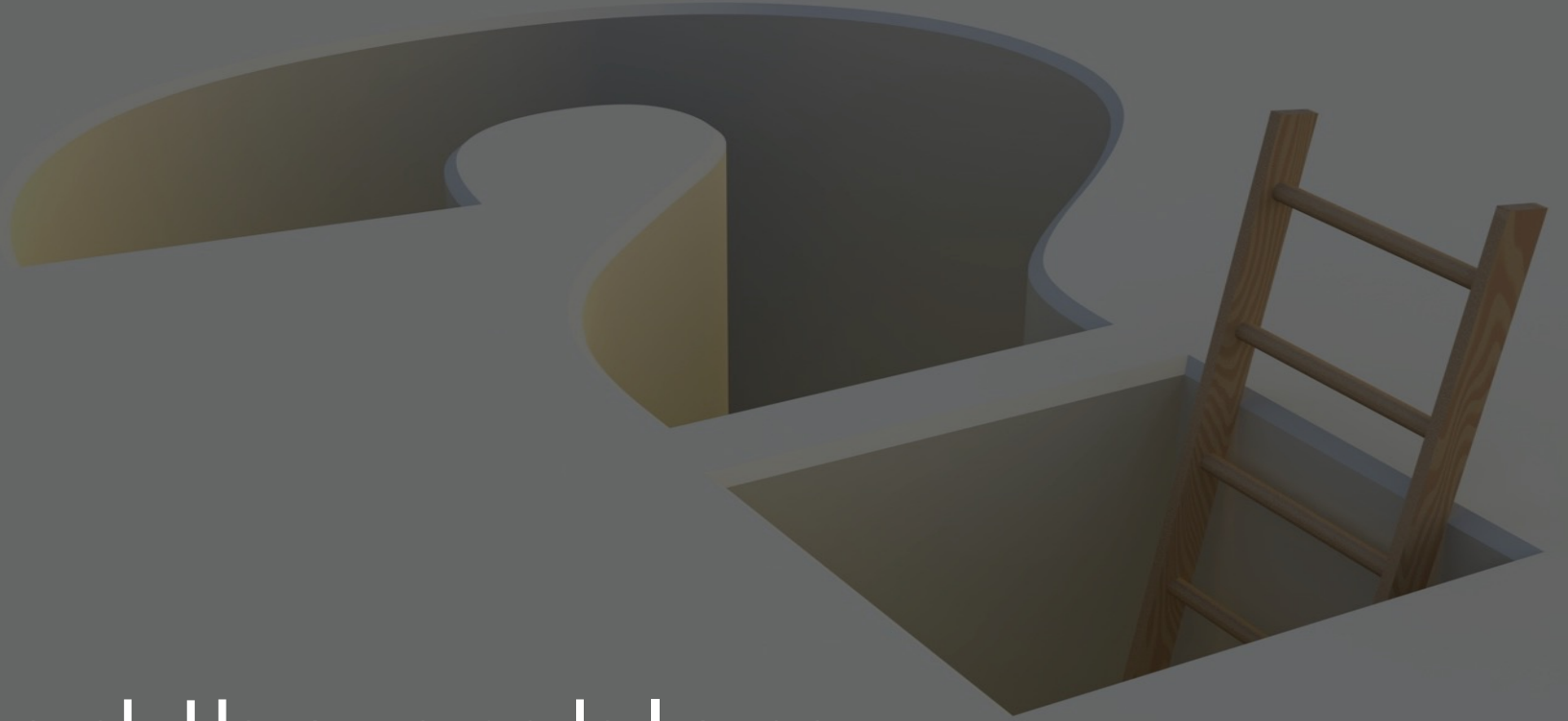
The biggest problem is bureaucracy and corporate laws

| | |
|------------------|-----|
| Corporate Laws | 92% |
| Funding | 70% |
| Hiring | 17% |
| Mentors/Advisors | 34% |
| Place to work | 22% |

VIRGINS - FIRST STARTUP

Greeks are starting to become more active in Startups as 44% are new comers

44%



Find the problem



IDEA



Strong team



Implementation

Funding



#bootstrap

#equity

- Seed (early stage 2,5K – 1M)
- Series A (€2-5M for 20-40%)
- Series B
- Series C, D,...

loan

grant

Food for thought

- Stay informed
 - <https://news.ycombinator.com>
 - <http://techcrunch.com>
 - <http://www.cnet.com>
- Follow
 - @DigitalAgendaEU
 - @Gartner_inc
 - @Engadget
 - @google
 - @lifehacker
- Listen (Podcasts)
 - <http://feeds.feedburner.com/news/cnet-podcasts/>
 - BBC Tech Tent: <http://www.bbc.co.uk/programmes/p01pl2p>
 - BBC Click: <http://www.bbc.co.uk/programmes/n13xtmd5>
 - MONOCLE: <http://monocle.com/radio/> (check The Entrepreneurs)
 - NPR News Technology : <http://www.npr.org/sections/technology/>
 - Stanford University: <http://ecorner.stanford.edu/podcasts.html>
- Get Inspired / Learn More:
 - TED: <http://www.npr.org/programs/ted-radio-hour/>
 - <http://etl.stanford.edu>
 - <https://www.khanacademy.org>
 - <https://www.edx.org>
 - <https://www.coursera.org>

A wide-angle photograph of a coastal city. The foreground shows a concrete pier or walkway leading into the dark blue sea. In the middle ground, a long pier extends into the water, lined with various buildings and structures, including what appears to be a port or industrial area. The background features a city skyline with several tall apartment buildings on the right side. The sky is filled with large, dramatic, grey and white clouds, with patches of blue visible. The overall atmosphere is somewhat overcast but with some light breaking through.

More about me:

about.me/ospyroglou

gr.linkedin.com/in/ospyroglou

ospyroglou.wordpress.com